Review of Numbering Proposals …understanding the complete picture

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How we got to the present VRS environment

- Dominant Provider developed a video phone that:
  - Created a closed network
  - Created a closed numbering system
- Dominant Provider did significant marketing and outreach to widely distribute this device to the Deaf community
- Dominant Provider controls the firmware in the only viable video phones for the deaf market - VP-100, VP-200, DVC-1000 (dlink). No modifications are allowed and all devices register to Dominant Provider servers
- By the time the FCC required interoperability, Dominant Provider had control of the market. Market share is 80+%

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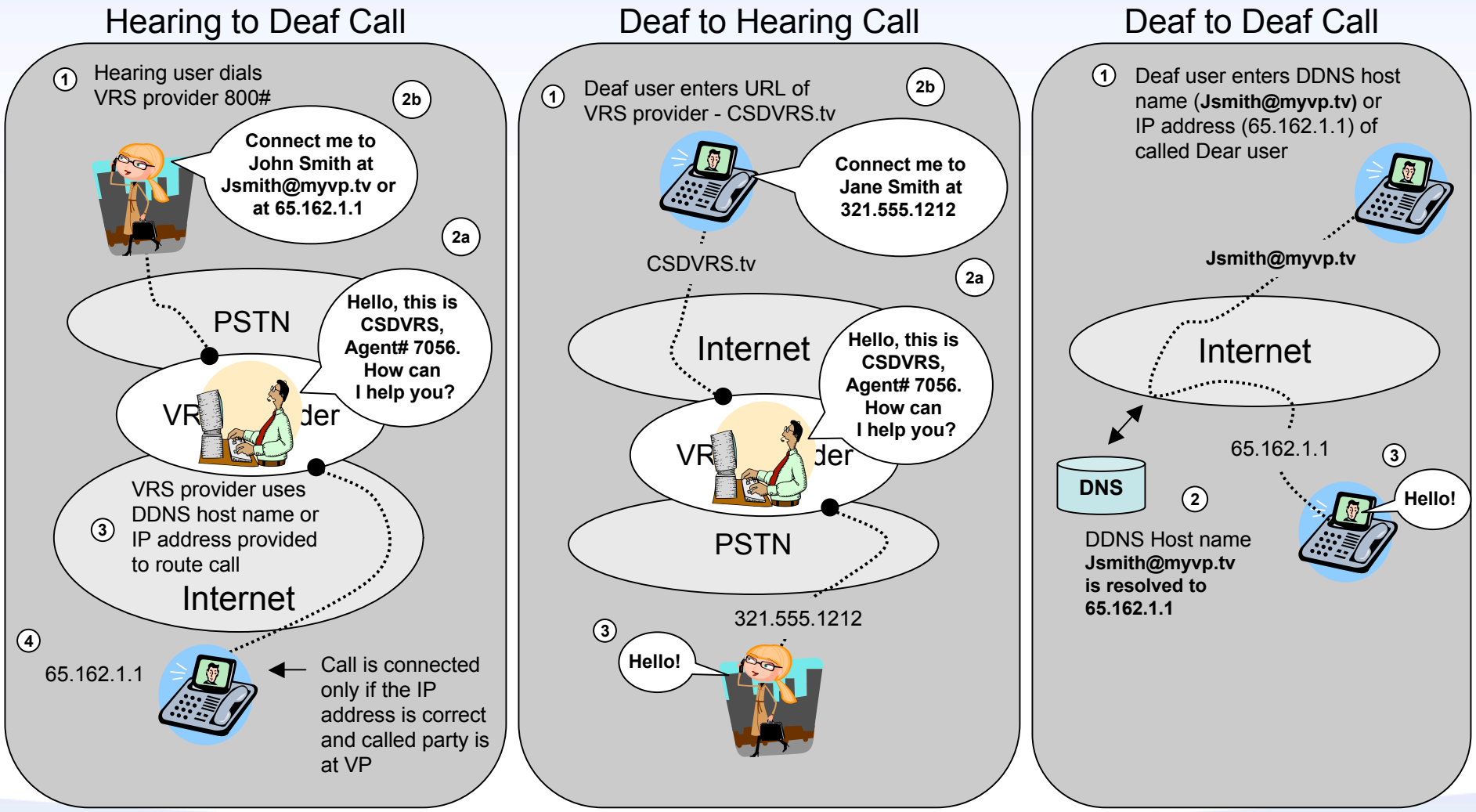
How it works today…other VRS providers



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Numbering…meeting consumer demands

People who are Deaf and Hard of hearing want:

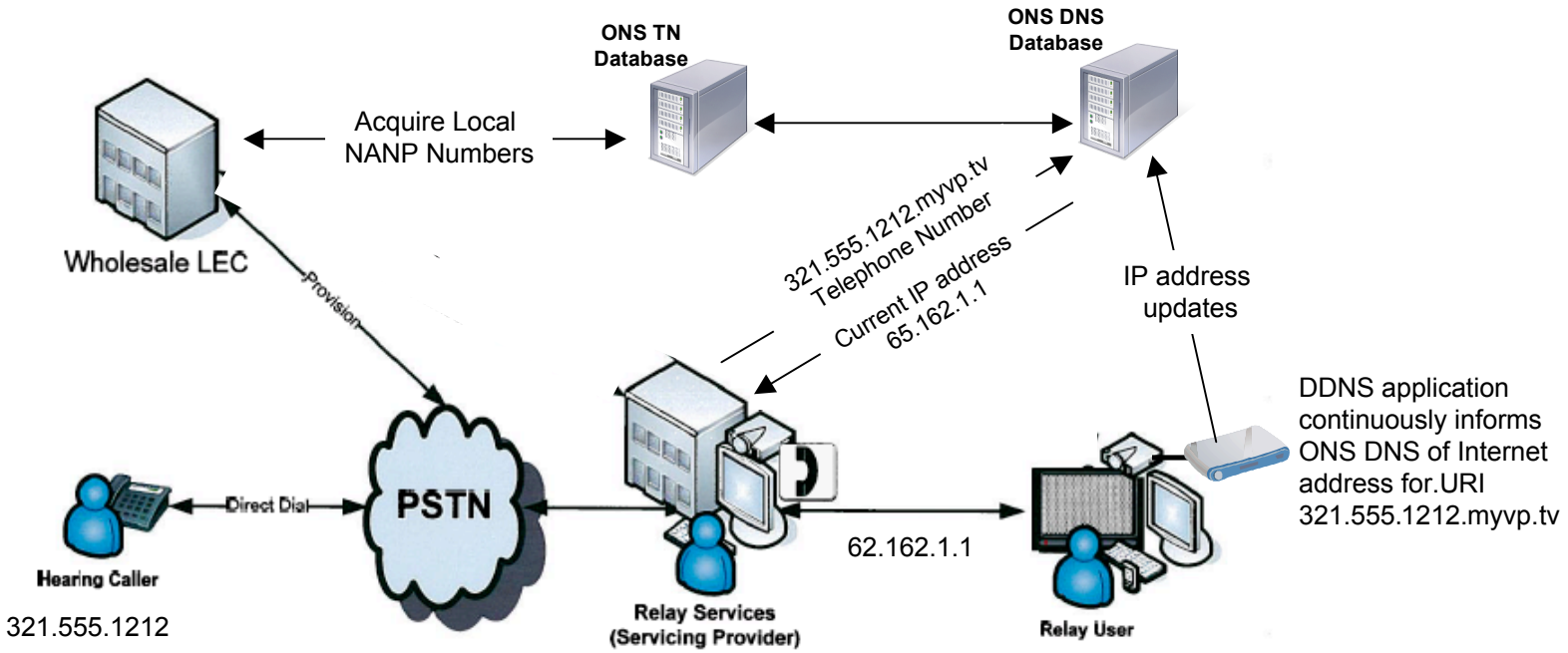
- 10 digit geographic telephone numbers
- Numbers that are functionally equal…can be called and can call others
- Full E9-1-1 support
- Note:

  Deaf individuals who use VRS are not “customers” of VRS providers: they have no financial relationship with any VRS provider

Other Numbering Proposals …the reality

- The two other numbering proposals will result in providers using numbering to force Deaf users on to specific networks. Under those proposals:
  - The TN is associated to a device, not a user because to get a number you must have a device
  - If a Deaf user wants a number from a provider, he or she must get it for a Sorenson/HOVRS device
- The device remains registered to the provider who gave out the number even after number portability…number port is on the PSTN, not the Internet
  - The provider who gives out the number will be the only entity that know the dynamic IP address of the device
  - That provider will have knowledge of all call activity of the video phone, including peer to peer (Deaf-to-Deaf) calls
- Numbering…the reality…a phone and marketing war…the most marketing $ wins
- Locks the Deaf person into the closed networks of the VRS providers…restricting innovation and choices for the Deaf community

ONS Numbering - all providers



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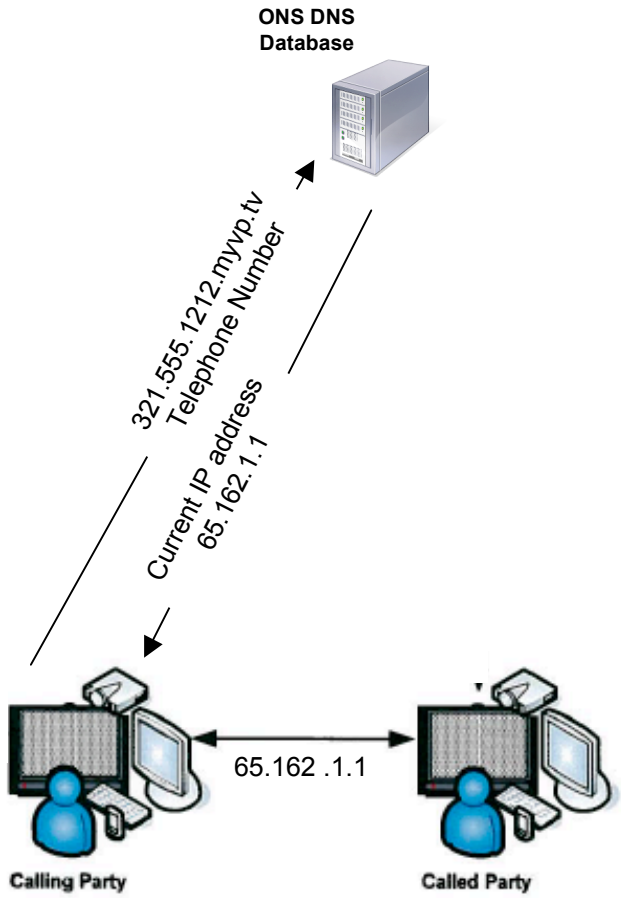
ONS - Point-to-Point Calls



Any person, Deaf or Hearing enters 321.555.1212.myvp.tv and will be routed to John Smith

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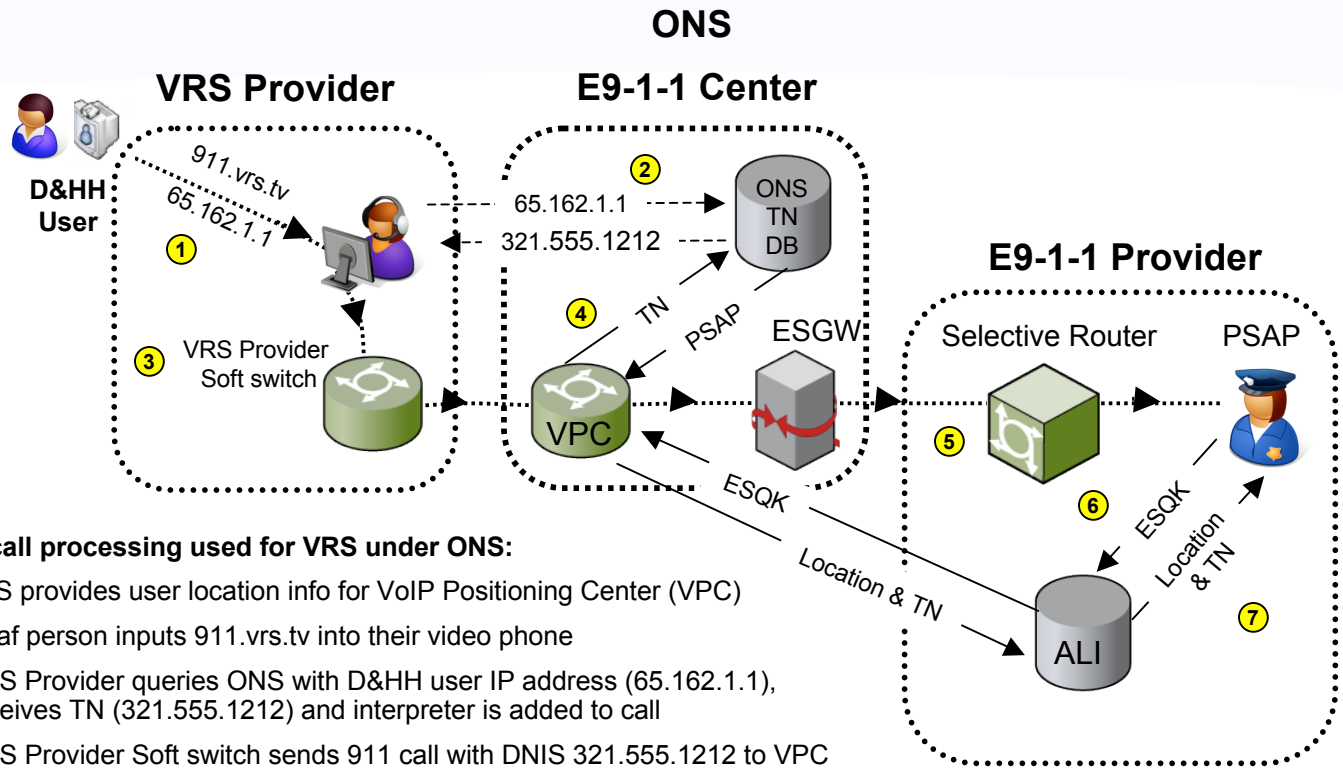
ONS - E9-1-1 for all providers



E9-1-1 call processing used for VRS under ONS:

- ONS provides user location info for VoIP Positioning Center (VPC)
- Deaf person inputs 911.vrs.tv into their video phone
- VRS Provider queries ONS with D&HH user IP address (65.162.1.1), receives TN (321.555.1212) and interpreter is added to call
- VRS Provider Soft switch sends 911 call with DNIS 321.555.1212 to VPC
- VPC, in conjunction with Emergency Services GateWay (ESGW), routes the call to the correct PSAP
- VPC provides location of caller to PSAP

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ONS…the different solution

- Numbering is not a marketing tool
- Number is assigned, by a third party, to the Deaf user, not a device…the user picks the VRS provider
- Leverages proven technology, existing video phones, and supports innovations by VRS providers and tech industry
- VRS providers can compete by meeting Deaf user needs/demands
  - quick call answer times
  - high quality Video Interpreters
  - vertical calling features

  …not based on video phones installed
- One centralized, reliable, scalable and cost optimized E9-1-1 solution…not one by each VRS provider
- Deaf community has the freedom to choose VRS provider and technology that best meets their needs

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